

PREFLIGHT CHECKLIST

Commercial Epoxy Job Profit Preflight

MD Industrial Services • Complete before proposal release and again before mobilization.
This page does not price a bid.

SCOPE & COMMERCIAL

- ☐ Measured area and marked limits confirmed
- ☐ System, coats, profile, thickness/coverage basis documented
- ☐ Repairs, cove, striping, edges, transitions, verticals addressed
- ☐ Assumptions, allowances, exclusions, change triggers written
- ☐ Price, milestones, retainage, payment terms, approver confirmed

SITE & SUBSTRATE

- ☐ Substrate, existing coating, contamination, moisture, cracks, joints reviewed
- ☐ Testing responsibility and acceptance criteria assigned
- ☐ Access, power, ventilation, environment, dust/noise limits checked
- ☐ Shutdown, cure protection, adjacent operations, waste, remobilization ownership named

COST & PRODUCTION

- ☐ Current product and rental quotes on file
- ☐ Production sequence, crew count, and access / cure windows written
- ☐ Who pays for remobilization or an extra shift named in writing
- ☐ Known-unknowns treated as verify, assume, allow, or exclude
- ☐ Field lead has the same scope and constraints as the estimator

GO / NO-GO

- ☐ Field lead reviewed production handoff
- ☐ Written authorization process is clear
- ☐ Top three risks have an owner and response
- ☐ Decision: ☐ GO ☐ REPRICE ☐ PAUSE ☐ WALK AWAY

Estimator: _____

Date: _____

Field lead: _____

This checklist is a gate for risk and scope. It is not a pricing calculator. Coverage/waste entry, loaded labor math, break-even, max labor hours, extra-day cost, and risk flags are not in this kit. Live pricing is MD Price Engine (\$497/month), a separate product.

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